

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY DAMASCUS

INFO AMEMBASSY ATHENS

UNCLAS STATE 173836

E.O. 11652: N/A

TAGS: BEXP, BENC, SY

SUBJECT: PETROCHEMICAL COMPLEX/MAY 1977 TRADE MISSION

REF: DAMASCUS 3763

1. NAMES OF COMPANIES AND CONTACTS FOR DR. NICHOLAS
STEPHANOU AS FOLLOWS:

-- JOSEPH SCROPPO
-- VICE PRESIDENT OF MARKETING
-- PROCON INC.
-- 30 790 PLAZA

-- DES PLAINES, ILLINOIS 60016
-- TELEX: 2-53280

-- ALFRED S. FARHA
-- BUSINESS DEVELOPMENT MANAGER FOR THE MIDDLE EAST
-- DOW CHEMICAL EUROPE S.A.
-- BACHTOBELSTRASSE 3
-- 8810 HORGEN SWITZERLAND

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-- TELEX: 54313

- BORIS SOKOLOFF
- UNION CARBIDE
- ATHENS, GREECE

- R.J. JOHNSON
- GENERAL MANAGER INTERNATIONAL SALES
- THE LUMMUS COMPANY
- 1515 BROAD STREET
- BLOOMFIELD, NEW JERSEY 07003

- E.P. O'SULLIVAN
- BROWN AND ROOT INC.
- P.O. BOX 3
- HOUSTON, TEXAS 77001
- TELEX: 762943

2. AS OTHER CONTACTS ARE DEVELOPED THEY WILL BE FORWARDED TO EMBASSY. IN MEANTIME, WOULD APPRECIATE EMBASSY FORWARDING ANY FURTHER INFO AVAILABLE ON SARG'S PLANS FOR COMPLEX. IN PARTICULAR, WHAT TYPE OF FACILITY IS PLANNED TO PROCESS THE CRUDE OIL INTO FEEDSTOCK FOR PLANTS PRODUCING PVC, POLYETHYLENE, ETC.

3. SEVERAL MONTHS AGO, ED O'SULLIVAN, BROWN AND ROOT, SENT PROPOSAL AND COST ESTIMATE ON PETROCHEMICAL COMPLEX TO SARG MINISTRY OF INDUSTRY THROUGH COMPANY'S BEIRUT AGENT. O'SULLIVAN WILL BE GLAD TO SEND ANOTHER COPY IF DR. STEPHANOU CANNOT LOCATE ORIGINAL (OR IF IT NEVER ARRIVED) WITHIN MINISTRY OF INDUSTRY. PLEASE ADVISE.

4. REQUEST EMBASSY COMMENTS ON TIMING OF MISSION. FYI: PROCON, LUMMUS, AND BROWN AND ROOT INDICATED THEY WOULD CONSIDER PARTICIPATION IN SUCH A MISSION. DECISION TO PARTICIPATE ON PART OF DOW AND UNION CARBIDE WOULD HAVE TO BE MADE IN COMPANIES' EUROPEAN OFFICES. KISSINGER

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